

Message Text

UNCLASSIFIED

PAGE 01 ROME 08818 191716Z

53

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

----- 101299

P R 191500Z JUN 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC PRIORITY 1652

INFO AMCONSUL GENOA

AMCONSUL MILAN

AMCONSUL NAPLES

UNCLAS ROME 8818

E.O. 11652 N/A

TAGS: BEXP, IT

SUBJ: SPECIALIZED TRADE MISSIONS - ADVANCE OFFICER ACTIVITIES

REF: A) STATE A-9156; B) STATE 140278

1. BASED ON OUR EXPERIENCE WITH THE HOSPITAL EQUIPMENT AND SUPPLIERS TRADE MISSION, THE TIMING AND INCREASED LEVEL OF ADVANCE OFFICER ACTIVITY IS, ON BALANCE, AN IMPROVEMENT. (THIS JUDGMENT MAY BE DUE IN PART TO THE EXPERIENCED PROFESSIONAL WHO DID THE ADVANCED WORK FOR US.)

2. ADVANTAGES (MOST OF WHICH PERTAIN TO TIMING) ARE A) THE ADVANCE OFFICER IS IN A POSITION TO KNOW MORE ABOUT THE MISSION MEMBERS' NEEDS THAN EARLIER ON, BECAUSE HE ARRIVES ONLY A FEW WEEKS BEFORE THE MISSION ITSELF AND MANY DETAILS ARE NOT AVAILABLE UNTIL THAT TIME; B) FOR THE SAME REASON, THE ADVANCE OFFICER IS ABLE TO ASSIST IN PUTTING TOGETHER A FIRM BUDGET WHICH THE POST CAN ADHERE TO; C) THE POST IS ABLE TO CONVEY LAST MINUTE INFORMATION TO THE MISSION THROUGH THE BRIEFING WHICH THE ADVANCE OFFICER GIVES AT THE FIRST MISSION STOP; D) THE CALLS MADE BY THE ADVANCE OFFICER HELP.

3. DISADVANTAGES AREA A) THE ADVANCE OFFICER ARRIVES WHEN PRE-MISSION ACTIVITY AT THE POST IS BUILDING TO A PEAK, IMPOSING ADDITIONAL WORKLOAD IN THE FORM OF ADMINISTRATIVE SUPPORT AND APPOINTMENTS AT A BUSY TIME; B) THE PRINT PACKAGE IS ALREADY UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ROME 08818 191716Z

DONE BY THE TIME OF HIS ARRIVAL, MAKING IMPOSSIBLE CORRECTIONS

ON THE BASIS OF ANY ADDITIONAL INFORMATION HE MAY BRING; C)
IN ROME APPOINTMENTS ARE VERY DIFFICULT TO COME BY EVEN IN THE
WEEK BEFORE THE MISSION FOR MISSION MEMBERS; APPOINTMENTS FOR
THE ADVANCE MAN THREE-FOUR WEEKS IN ADVANCE BECOME ALMOST
IMPOSSIBLE TO ARRANGE. CONSEQUENTLY FOR ROME THE USEFULNESS
OF THE ADVANCE OFFICER'S NEW ROLE IS DIMINISHED.

4. THE BASIC QUESTION OF WHETHER TO HAVE AN ADVANCE OFFICER OR
NOT REMAINS. A NUMBER OF FACTORS INFLUENCE HIS EFFECTIVENESS, SUCH
AS EXPERIENCE OF THE COMMERCIAL OFFICERS AT THE POST, MISSION
PRODUCT THEME AND TYPE OF INDUSTRY, NEEDS OF THE MISSION MEMBERS,
TYPE OF MARKET SITUATION, NATURE OF ECONOMIC SYSTEM, SOPHISTICA-
TION OF LOCAL BUSINESSMEN. FURTHERMORE, TO MAKE TELEPHONE OR
PERSONAL CALLS WITHOUT ASSISTANCE OF THE POST'S PERSONNEL,
THE ADVANCE MAN SHOULD BE FLUENT IN THE LOCAL LANGUAGE. IT IS
OUR IMPRESSION THAT ADVANCE OFFICERS ARE RELATIVELY LESS NECESSARY,
/CETERIS PARIBUS/, IN DEVELOPED MARKET ECONOMIES THAN ELSEWHERE.
WE SUGGEST THAT, AS A PART OF THE PLANNING PROCESS, POSTS
SCHEDULED TO HOST A TRADE MISSION BE ASKED IF THEY FEEL AN
ADVANCE OFFICER WOULD BE USEFUL.VOLPE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ROME08818
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750214-0225
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750634/aaaabeyn.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE A-9156, 75 STATE 140278
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 13 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <09 MAR 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIALIZED TRADE MISSIONS - ADVANCE OFFICER ACTIVITIES
TAGS: BEXP, IT
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006